

PR/096264 | IT Sales / Business Development Leader

募集職種

人材紹介会社
JAC Recruitment Vietnam Co., Ltd

求人ID
1614624

業種
ITコンサルティング

雇用形態
正社員

勤務地
ベトナム

給与
経験考慮の上、応相談

更新日
2026年10月27日 14:00

応募必要条件

職務経験
3年以上

キャリアレベル
中途経験者レベル

英語レベル
ビジネス会話レベル

日本語レベル
無し

最終学歴
短大卒： 準学士号

現在のビザ
日本での就労許可は必要ありません

募集要項

Company Overview

A company in the information technology industry is hiring for an IT Sales / Business Development Leader or Senior Leader position. This role offers an exciting opportunity to drive business growth in IT infrastructure, networking, software, and related technology solutions. It is ideal for professionals who enjoy developing new business opportunities, building strategic partnerships, and taking ownership of the entire sales cycle while contributing to long-term business expansion.

Job Description

- Conduct market research to identify business opportunities, evaluate customer needs, and analyze market potential.
- Develop new customers, partners, and business channels while expanding relationships within existing market segments.
- Build and maintain strong relationships with clients, partners, and relevant business networks in the technology sector.

- Understand customer requirements and recommend suitable IT infrastructure, networking, software, and related solutions.
- Manage the full sales cycle, including prospecting, lead generation, client meetings, proposal preparation, negotiation, contract closing, and post-sales follow-up.
- Prepare sales presentations, quotations, proposals, and business documentation to support commercial activities.
- Monitor sales performance, prepare regular reports, gather customer feedback, and collaborate with internal teams to achieve business objectives.

Qualifications

- Minimum 3 years of direct sales experience in IT, networking, infrastructure, or related technology solutions.
- Experience in IT sales, IT infrastructure sales, networking solutions, software sales, or software development.
- Strong understanding of IT infrastructure, networking products, and technology-related business requirements.
- Proven experience developing customers, partners, and business networks within the IT industry.
- Demonstrated ability to achieve sales targets and drive business growth through proactive business development activities.
- Strong communication, negotiation, presentation, and relationship management skills.
- Ability to independently manage sales activities from opportunity identification through deal closure.
- Strong sense of ownership, accountability, and commitment to business results.
- Proactive, self-motivated, and comfortable working in a dynamic business environment.
- Interest in building a long-term career in IT Sales and Business Development.
- Experience working in a Japanese company environment is preferred.
- Ability to remain effective under pressure and adapt to changing business conditions.

Benefits

- Competitive salary package.
- Premium healthcare insurance.
- 13th-month salary.
- Performance-based bonus.
- 16 days of annual leave.
- Comprehensive training programs covering language, technical, and soft skills development.
- Language certification allowance for TOEIC, IELTS, and Japanese qualifications.
- Lunch allowance.
- Transportation or parking allowance.
- Team activities and company outings.
- Sponsored social events and sports club activities.
- Comfortable working environment with supportive colleagues.

#LI-JACVN

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: https://www.jac-recruitment.vn/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.vn/terms-of-use

会社説明